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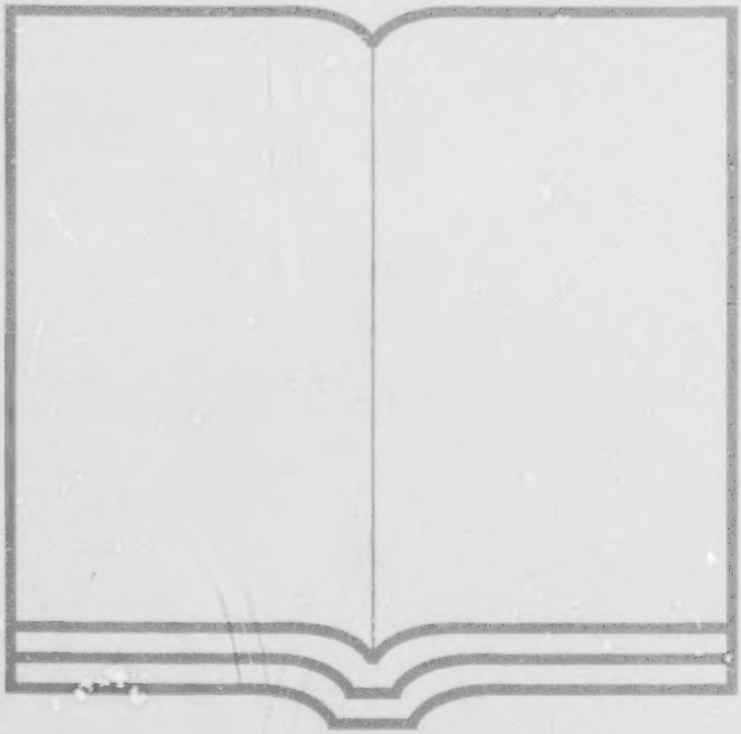
United States Department of Agriculture

Agricultural Cooperative Service

ACS Research Report Number

Farmer Cooperative Publications



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Preface

This catalog provides a listing by numerical series and subject matter of publications available on various aspects of organization and operation of agricultural cooperatives. A brief description of contents is given for each publication.

Pricing Policy

On October 1, 1987, Agricultural Cooperative Service initiated a publications user-fee program. Domestic and foreign prices are indicated for each title. A user-fee charge is required for all foreign publications requests ($10.00 minimum order).

Under some circumstances, domestic requests for publications carrying a CIR series designation may still be fulfilled at no cost. Free distribution of CIR titles is limited to agricultural cooperative organizations and to educational institutions for use in education and training programs. If clarification is needed concerning whether a fee is to be charged, telephone 202/245-5356 or write Agricultural Cooperative Service, USDA, P.O. Box 96576, Washington, DC 20090-6576.

Prepayment is required when purchasing publications. Checks or money orders (no cash) should be made payable (in U.S. dollars) to Agricultural Cooperative Service.

Check, money order, or credit card purchases of subscriptions to *Farmer Cooperatives* magazine should be made payable to the Superintendent of Documents.

Order blanks that can be used, or copied, are carried in the back of the catalog.

Compiled by Gene Ingalsbe
Cooperative Information Report 4
Revised December 1990

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Agricultural Cooperative Service

What We Do

Agricultural Cooperative Service (ACS) devotes its total effort to preserving and improving the heart of American agriculture—the family farm. Our role stems from the longstanding and clear public mandate to the U.S. Department of Agriculture to foster and support the family farm as the means by which our Nation's food and fiber are produced.

Family farmers use cooperatives to increase their income and enhance their quality of living. They use cooperatives as an extension of their farm businesses to jointly purchase production supplies, process and market products, and perform related services. By working together for mutual benefit, family farmers are able to reduce costs and obtain greater returns in the marketplace. They are able to provide Americans with the world's most plentiful, highest quality, and least costly food.

Our direct role is providing knowledge to improve the performance and effectiveness of the farmer's cooperative business. We help in several ways.

Research

Research is conducted to acquire and maintain the base of information necessary for Agricultural Cooperative Service to give farmers relevant and expert assistance pertaining to their cooperatives. Studies of functional cooperative aspects concentrate on their financial, structural, managerial, policy, member, legal, social, and economic activities.

Concerted effort is made to ensure research has direct application to cooperatives' current and emerging requirements to serve the family farm most effectively as a dimension of market structure. We have a major challenge to analyze industry structure and cooperative operational practices to determine the changes required to maintain or achieve a producer-oriented marketing system.

Technical Assistance

Technical assistance is provided in response to specific problems. Requests may come directly from a few farmers wanting to organize

a cooperative, or from farmers' elected directors of a federation of cooperatives composed of hundreds or thousands of farmers desiring to improve operations. Help is given on business organization, operating efficiency, and member control. Work can involve determining the economic feasibility of new facilities or adding new products or services. Advice may be given on the merits of merging organizations or forming new ones. Studies cover the full range of decisionmaking found in a cooperative business.

The Agency is prepared to evaluate any one link in the farm economic system or to design an entirely new system under the cooperative framework.

Technical assistance is largely designed to specifically benefit the requesting group. However, the results often provide guidance in developing business strategy for all cooperatives and in determining priorities for research.

The Agency provides specialized assistance to farmers desiring to form new cooperatives. On request from farmer groups, we conduct feasibility studies for potential cooperative operations and give advice on implementing business plans. Field offices in Greenville, NC, Columbus, OH, and Hilo, HI, help farmers identify needed cooperative services and provide continuing assistance.

History and Statistics

Cooperative statistics are collected to detect growth trends and changes in structure and operations. Data help identify and support research and technical assistance activities. This information is used extensively by legislative and executive branches of Government in formulating agricultural and cooperative policy.

Education and Information

Agricultural Cooperative Service has a distinct mission in education and information. We are assigned the responsibility by the Cooperative Marketing Act of 1926 "to promote the knowledge of cooperative principles and practices and to cooperate, in promoting such knowledge, with educational and marketing agencies, cooperative associations, and others."

We maintain a central storehouse of information about farmer cooperatives in the United States—made available through more than 100 research reports and educational publications. Some of these cover basic principles of cooperation and key organizational and management elements required for successful cooperative effort. Others report the findings of research and technical assistance studies. A monthly magazine, *Farmer Cooperatives*, reports significant achievement by leaders, and highlights of agency research, technical assistance, and educational activities.

How We Work

Guiding principles for our efforts center on providing immediate response and leadership amid the changing economic environment in which family farmers operate. The Agency is prepared to work with well-established, commercial farmers or those with low volume and limited resources.

We have about 50 agricultural economists and cooperative specialists, backed by 20 support personnel. Many have specialized beyond their professional training in specific areas unique to cooperatives—business organization, finance, law, marketing, purchasing, transportation, and member education.

One specialist or a team may tackle a project. Staff members do more than gather data by mail. We travel extensively, walking in factory and field, to gather information first hand by personal interview.

We may provide assistance directly or serve as a catalyst in bringing together the best available resources to reach an objective. We may work alone or consult specialists with other State and Federal agencies such as Extension Services, universities; with one or a group of cooperatives, or other private consulting groups.

Because of our versatility and flexibility, ACS is a national focal point for activity about agricultural cooperatives.

Over the years, our activities have been wide-ranging and complex. Yet our fundamental purpose remains simple: To foster agricultural cooperative growth and efficiency.

Publications Series and Description

COOPERATIVE INFORMATION REPORTS

Farmer Cooperatives in the United States
CIR 1
Available only in the following sections:

Cooperative Principles and Legal Foundations
CIR 1 Section 1
Martin A. Abrahamsen, J. Warren Mather, James R. Baarda, and James Kelly. Reprinted 1983. 26 pp.

Gives identifying characteristics of farmer cooperatives and the many documents and organizations responsible for their origins and progress.

Price: Domestic—$1.25; foreign—$1.50

Agricultural Cooperatives: Pioneer to Modern
CIR 1 Section 2
Martin A. Abrahamsen. Revised 1981. 42 pp.

History of cooperative activities from 1810 to modern day. Covers cooperative experimentation, encouragement by farm organizations, expansion in commodity marketing, adoption of sound business practices, and adjustment to change.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Benefits and Limitations
CIR 1 Section 3
J. Warren Mather and Homer J. Preston. Reprinted 1983. 22 pp.

Identifies how cooperatives benefit farmers and the public, yet are subject to business limitations related to agriculture or the inherent nature of the organization.

Price: Domestic—$1.25; foreign—$1.50

Organizations Serving Cooperatives
CIR 1 Section 5
Galen W. Rapp. Revised 1989. 25 pp.

Gives a capsulized description of the various national and State trade and service organizations and how each serves in assisting cooperatives.

Price: Domestic—$1.25; foreign—$1.50

Cooperative Organization and Structure
CIR 1 Section 6
Donald L. Vogelsang, John M. Bailey, Lloyd Biser, E. Eldon Eversull, and J. Warren Mather. 1988. 56 pp.

Marketing and purchasing cooperatives are discussed in terms of early history, basic objectives, scope of operations, commodities handled, operations and goverance structures, financing, benefits, and challenges.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Member Responsibilities and Control
CIR 1 Section 7
C. H. Kirkman, Jr. Reprinted 1983. 26 pp.

Members' responsibilities as owners of a cooperative business are discussed in terms of giving overall direction, participating in decisionmaking, and providing direction.

Price: Domestic—$1.25; foreign—$1.50

Cooperative Management
CIR 1 Section 8
J. Warren Mather, Gene Ingalsbe, and David Volkin. Reprinted 1981. 30 pp.

Covers management roles, resources, functions, tools, elements and division of responsibility, local and regional operations, and challenges.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Education and Training
CIR 1 Section 10
C. H. Kirkman, Jr. 1983. 26 pp.

Developing an understanding of control, financing, and operations of a cooperative requires education and training of members, directors, managers, and employees. Principal cooperative efforts, State and national assistance, and special-interest programs are reported.

Price: Domestic—$1.25; foreign—$1.50

Cooperative Communications
CIR 1 Section 11
Gene Ingalsbe. 1988. 36 pp.

Opening with the scope and state of the art, this section then discusses early communications methods, audiences, types of communications, organization and staffing, professional advancement opportunities, and challenges ahead for communications professionals.

Price: Domestic—$1.25; foreign—$1.50

Cooperative Transportation and Distribution
CIR 1 Section 12
Eldon E. Brooks and Robert J. Byrne. 1978. 22 pp.

Evaluates the importance of total physical distribution in a farm marketing or supply cooperative. This involves the managing of products or materials to or from cooperatives. Included are transportation, warehousing or storage, order processing, inventory management, materials handling, packaging, as well as finished products.

Price: Domestic—$1.25; foreign—$1.50

Fruit and Vegetable Cooperatives
CIR 1 Section 13
James A. Jacobs. 1990. 50 pp.

Tells of the important part cooperatives play in marketing these products. Describes the two main functions these cooperatives perform: marketing products in fresh or processed form and bargaining for terms of trade.

Price: Domestic—$2.00; foreign—$2.50

Livestock and Wool Cooperatives
CIR 1 Section 14
John T. Haas, David L. Holder, and Clement E. Ward. 1979.
34 pp.

Gives a brief history of the livestock and wool cooperatives in the United States. Reports overall statistics for the present livestock and wool cooperatives in accounting for farmers' cash receipts.

Price: Domestic—$1.50; foreign—$1.75

Grain Cooperatives
CIR 1 Section 15
David A. Wineholt. 1990. 42 pp.

Discusses cooperative marketing of food and feed grains, except for rice and dry beans and peas that are covered in other sections. Gives the number of cooperatives engaged in marketing, handling, or processing grain and soybeans. Includes an early history of country elevators.

Price: Domestic—$2.00; foreign—$2.50

Dairy Cooperatives
CIR 1 Section 16
James B. Roof and George C. Tucker. 1986. 24 pp.

This overview of dairy cooperatives traces early history, presents the current status of organization and operations, and identifies some of the issues and trends.

Price: Domestic—$1.50; foreign—$1.75

Poultry and Egg Cooperatives
CIR 1 Section 17
J. Warren Mather and Edwin E. Drewniak. 1984. 56 pp

Profiles early history and covers eggs, turkeys, broilers, and other poultry. Current operations and challenges ahead are discussed.

Price: Domestic—$1.75; foreign—$2.25

Cotton Cooperatives
CIR 1 Section 18
Bruce J. Reynolds. 1985. 28 pp.

Activities of gins, compresses, lint marketing, and cottonseed oil are covered in this report, including historical development. The publication concludes with a discussion of challenges and opportunities.

Price: Domestic—$1.25; foreign—$1.50

Special Crop Cooperatives
CIR 1 Section 19
Fred E. Hulse, Gilbert W. Biggs, Donald M. Simon, and J. Warren Mather. 1983. 53 pp.

Covers number, organization, operation, services, and benefits of cooperatives marketing tobacco, sugar and sweeteners, dry beans and peas, seed, forest products, fish and other specialized farm products.

Price: Domestic—$1.75; foreign—$2.25

Cooperative Supply and Equipment Operations
CIR 1, Section 20
Lloyd C. Biser. 1989. 43 pages.

Four out of five farmer cooperatives handled supplies in 1986 and sales were $2.4 billion. This report discusses the diversity of supplies provided and activities in retailing, wholesaling, assembling, and manufacturing. Other topics report how these cooperatives developed, what benefits they provide, and the challenges they face.

Price: Domestic—$2.00; foreign—$2.50

Cooperative Feed and Animal Health Operations
CIR 1, Section 21
Donald L. Vogelsang. 1990. 50 pages.

Cooperative feed activities are discussed in terms of retailing, wholesaling, and manufacturing. Other topics include research, transportation, and services. Animal health activities are discussed at the retail and wholesale level. Benefits and challenges in both areas are covered.

Price: Domestic—$2.00; foreign—$2.50

Cooperative Agrichemical and Seed Operations
CIR 1, Section 22
Donald L. Vogelsang. 1990. 64 pages.

Discussion covers retailing, wholesaling, and mixing and manufacturing operations for fertilizer, farm chemicals, and seed. One section discusses limestone distribution and quarrying. History, benefits, and challenges related to the three major topics are discussed.

Price: domestic—$2.00; foreign—$2.50

Cooperative Petroleum Operations
CIR 1 Section 23
J. Warren Mather and E. Eldon Eversull. 1985. 29 pp.

History is traced on the increasing involvement of cooperatives in handling petroleum products. Operations are described in terms of retailing, wholesaling, refining and blending, crude oil production, and transportation. The extent of cooperative activities in handling related products such as equipment, automotive accessories, and services is covered.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Historical Statistics
CIR 1 Section 26
Charles A. Kraenzle and Celestine C. Adams. Revised 1987.
78 pp.

Provides time series data on marketing, farm supply, and related service cooperatives from 1863 to 1985. Statistics include memberships and number of cooperatives by type, business volume by commodity, and size of business. Information is carried on new organizations and discontinuances of cooperatives. Market share data for selected years are given.

Price: Domestic—$2.00; foreign—$2.50

Cooperative Facts
CIR 2
Gene Ingalsbe. Revised 1989. 23 pp.

A compilation of facts in brief paragraphs relating to the founding of cooperatives and important benchmarks. Contains a table of all kinds of cooperatives in terms of numbers and memberships. Provides current data on agricultural, utility, and credit cooperatives.

Price: Domestic—$1.25; foreign—$1.50

Cooperatives—Distinctive Business Corporations
CIR 3
C. H. Kirkman, Jr. Reprinted 1983. 24 pp.

Pictures cooperatives as distinctive business corporations in the American private enterprise system. Tells both advantages and disadvantages of various businesses doing business in the United States.

Price: Domestic—$1.25; foreign—$1.50

Farmer Cooperative Publications
CIR 4
Gene Ingalsbe. Revised 1990. 54 pp.

Lists and describes available publications by series and subject matter, with price and ordering information. Describes functions of Agriculture Cooperative Service.

Price: Domestic—Free; foreign—Free

Cooperatives in Agribusiness
CIR 5
Gene Ingalsbe. Revised 1989. 64 pp.

Contains an overview of cooperatives for high schools and junior colleges, explaining what a cooperative is—organization, financing, and operations. Points out various rural, consumer, and cooperative examples. Touches on career opportunities.

Price: Domestic—$1.75; foreign—$2.25

How To Start a Cooperative
CIR 7
Gene Ingalsbe and James L. Goff. Revised 1985. 51 pp.

A guide for groups interested in a step-by-step approach to organizing a cooperative.

Price: Domestic—$2.25; foreign—$2.75

What Are Patronage Refunds?
CIR 9
Donald A. Frederick and Gene Ingalsbe. Revised 1984. 20 pp.

Discusses patronage refunds and their relationship to the cooperative concept. Includes a definition of a cooperative and lists key distinguishing principles. Defines other terms that are unique to cooperatives.

Price: Domestic—$1.00; foreign—$1.25

Is a Co-op in Your Future?
CIR 10
C. H. Kirkman, Jr.; revised by Gene Ingalsbe and James L. Goff. 1985. 32 pp.

Highly illustrated, describes in simple terms how to start a cooperative.

Price: Domestic—$1.00; foreign—$1.25

Members Make Co-ops Go
CIR 12
C. H. Kirkman, Jr. Reprinted 1983. 11 pp. (Also in Spanish)

Highly illustrated, describes in simple terms what members must do to make their cooperative successful.

Price: Domestic—$1.00; foreign—$1.25

Measuring Co-op Directors
CIR 15
C. H. Kirkman, Jr. Reprinted 1981. 11 pp. (Also in Spanish)

Highly illustrated, describes in simple terms how co-op members elect and keep co-op directors.

Price: Domestic—$1.00; foreign—$1.25

Manager Holds Important Key to Co-op Success
CIR 16
C. H. Kirkman, Jr. Reprinted 1981. 11 pp. (Also in Spanish)

Highly illustrated, describes in simple terms the responsibilities of a co-op manager.

Price: Domestic—$1.00; foreign—$1.25

Employees Help Co-ops Serve
CIR 17
C. H. Kirkman, Jr. Reprinted 1981. 15 pp.

Highly illustrated, describes in simple terms how employees can contribute to making a cooperative successful.

Price: Domestic—$1.00; foreign—$1.25

Guidelines Co-op Employees Need
CIR 18
C. H. Kirkman, Jr. Reprinted 1982. 18 pp.

Highly illustrated, describes in simple terms the guidelines to help employees know what is expected to them.

Price: Domestic—$1.00; foreign—$1.25

Bookkeeping Forms Your Co-op Needs
CIR 19
Francis P. Yager. Revised 1978. 11 pp.

Highly illustrated, explains simply the bookkeeping forms that cooperatives need to keep up-to-date and complete records of business.

Price: Domestic—$1.00; foreign—$1.25

Guides to Co-op Bookkeeping
CIR 20
Francis P. Yager. Revised 1978. 15 pp.

Highly illustrated, explains what a bookkeeping system is and what business information it provides to a cooperative.

Price: Domestic—$1.00; foreign—$1.25

Organizing and Conducting Cooperatives' Annual Meetings
CIR 21
Reprinted 1986. 60 pp.

Brings together many ideas proved practical in actual use. Most activities discussed are basic in building and maintaining sound membership understanding and good community relations.

Price: Domestic—$1.75; foreign—$2.25

Tax Treatment of Cooperatives
CIR 23
Donald A. Frederick. Revised 1984. 8 pp.

Discusses taxes cooperatives pay and places special emphasis on Federal income tax treatment.

Price: Domestic—$1.00; foreign—$1.25

A Guide to Survey Research for Local Cooperative Management
CIR 24
Julie A. Hogeland. 1980. 15 pp.

Aids cooperative managers who want to survey patrons or other groups on preferences, perceptions, and expected behavior to ease decisionmaking.

Price: Domestic—$1.25; foreign—$1.50

Opportunities in Cooperatives—A Leader's Program for Youth
CIR 25
C. H. Kirkman, Jr. Revised 1983. 52 pp.

Basic unit for teaching youth about cooperatives and how they fit in the American business system. Contains a nine-part meeting and business visitation guide, complete with test questions and answers, and procedures for establishing a youth cooperative.

Price: Domestic—$2.00; foreign—$2.50

Small Fresh Fruit and Vegetable Cooperative Operations
CIR 27
Fred E. Hulse, Gilbert W. Biggs, and Roger A. Wissman. 1980. 28 pp.

Shows the diversity as well as successful operations of 34 small fresh fruit and vegetable marketing cooperatives. Describes their sales methods, as well as additional services provided their farmer-members.

Price: Domestic—$1.50; foreign—$1.75

Agricultural Cooperative Service—What We Do, How We Work
CIR 28
Revised 1990. 6 pp.

Describes agency work in areas of research, technical assistance, history and statistics, and education and information. Includes a capsule of cooperative assistance in U.S. Department of Agriculture through ACS.

Price: Domestic—Free; foreign—Free

State Incorporation Statutes for Farmer Cooperatives
CIR 30
James R. Baarda. 1982. 715 pp.

Comparative analysis of State incorporation statutes governing the organization and operation of farmer cooperatives, including: policy, purpose, powers, articles of incorporation, bylaws, membership, control, directors, officers, patronage relationships, finance, mergers, and dissolution.

Price: Domestic—$8.00; foreign—$10.00

Equity Redemption Guide
CIR 31
Jeffrey S. Royer and Gene Ingalsbe. 1983. 12 pp.

Explains for the farmer director equity redemption issues, alternative plans, legal and tax aspects, board responsibilities, and how a cooperative can proceed to adopt a program.

Price: Domestic—$1.00; foreign—$1.25

The Cooperative Approach to Outdoor Recreation
CIR 32
William R. Seymour. 1984. 28 pp.

Describes recreation cooperatives by type. Deals with objectives, economic feasibility, financing, and management. Lists advantages and requirements for success.

Price: Domestic—$1.25; foreign—$1.50

The Cooperative Approach to Crafts
CIR 33
Jan E. Halkett, William R. Seymour, and Gerald E. Ely. Revised 1985. 34 pp.

Types of cooperatives and their functions are explained. Steps are outlined on organizing a cooperative. General rules for success and sources of assistance are listed. The appendix contains sample bylaws, surveys, operating statements, and statements of responsibility for the board and manager.

Price: Domestic—$2.00; foreign—$2.50

Director Liability in Agricultural Cooperatives
CIR 34
Douglas Fee, Allen C. Hoberg, and Linda Grim McCormick. 1984. 39 pp.

Sources of liability faced by cooperative directors are discussed and suggestions are given concerning practices and behavior that may help reduce liability risk. Areas covered are common law, criminal law, securities regulation, records and finances, antitrust regulation, and indemnification and insurance.

Price: Domestic—$1.50; foreign—$1.75

Understanding Capper-Volstead
CIR 35
David Volkin. Revised 1985. 8 pp.

The publication explains the important keys to understanding the Capper-Volstead Act of 1922 and its implications for agricultural producers, cooperative organizations, and the general public.

Price: Domestic—$1.00; foreign—$1.25

Recruiting and Training Co-op Employees
CIR 36
Galen W. Rapp. 1987. 44 pp.

Job requirements, successful recruiting, training and development of employees, and performance evaluation are covered. The publication includes examples of 10 different personnel forms, several of which could be reproduced as is, or easily adapted to an individual cooperative. The types and ranges of jobs available in cooperatives are discussed.

Price: Domestic—$2.25; foreign—$2.75

Keeping Cooperative Membership Roles Current
CIR 37
Donald A. Frederick. 1988. 28 pp.

Inactive members pose problems for the cooperative character, legal status, and management efficiency of an agricultural cooperative. This report provides policy and bylaw examples to correct or avoid these problems.

Price: Domestic—$2.00; foreign—$2.25

Managing Cooperative Antitrust Risk
CIR 38
Donald A. Frederick. 1989. 33 pp.

Essentials of antitrust law are explained and why limited antitrust protection granted in the Capper-Volstead Act is critical to cooperative marketing by agricultural producers. It outlines who is covered by Capper-Volstead, how a cooperative must be organized to qualify for limited antitrust protection, and what types of activity are protected.

Price: Domestic—$2.00; foreign—$2.25

Sample Policies for Cooperatives
CIR 39
Galen Rapp. 1990. 46 pp.

Fill in the blanks, or adapt. That's all you have to do to make these policies fit your cooperative. Nearly 100 policies are written in the areas of board and manager functions, member, employee, and public relations, organization, finances, sales and marketing, and board/manager relations.

Price: Domestic—$2.25; foreign—$3.00

Sample Legal Documents for Cooperatives
CIR 40
Donald A. Frederick. 1990. 65 pp.

This is the blueprint for you and your legal counsel to use in developing the articles and bylaws for a cooperative. Also covered are documents that help in the organizing process and guides for successful operation.

Price: Domestic—$3.00; foreign—$3.75

RESEARCH REPORTS

Operating Practices of Fruit and Vegetable Processing Cooperatives
ACS RR 5
Bruce L. Swanson. 1981. 21 pp.

Covers organizational arrangements, marketing activities, and financial measures of 14 cooperatives processing fruits and vegetables. Identifies characteristics associated with high- and low-growth processors.

Price: Domestic—$1.50; foreign—$1.75

Economic Impact of Two Missouri Cooperatives
ACS RR 10
C. Brice Ratchford, Gary Devino, and William Todd. 1981. 26 pp.

Analyzes the impact of two grain marketing and farm supply cooperatives on their farmer-members and rural communities. Lists factors contributing to their success.

Price: Domestic—$1.75; foreign—$2.25

Organizing Meatpacking Cooperatives: Recent Producer Attempts
ACS RR 11
Julie A. Hogeland. 1982. 59 pp.

Montana and Utah meatpacking cooperatives are established through member equity and livestock commitments. Member involvement requires a comprehensive feasibility study to show need for the slaughter/processing plant and obtain member understanding and sufficient capital for cooperative organization.

Price: Domestic—$1.75; foreign—$2.25

Prairie Farms Dairy, Inc.: Economic Impact of a Dairy Cooperative
ACS RR 12
Hugh L. Cook, Robert P. Combs, and George C. Tucker. 1982. 57 pp.

History and development of Prairie Farms Dairy, Inc., that provides a model of how a dairy cooperative in the creamery butter sector successfully shifted to the fluid milk processing and distribution sector. Identified policies contributing to success and its impact on producers, employment, and local economy.

Price: Domestic—$2.50; foreign—$3.00

Cooperative Involvement and Opportunities in Oilseeds
ACS RR 13
John R. Dunn, Bruce J. Reynolds, E. Eldon Eversull, Robert A. Skinner, and Stanley K. Thurston. 1982. 47 pp.

Focuses on the role played by cooperatives in the oilseed complex. The flow of domestically produced oilseeds is described. Industry structure and potential directions for improving cooperatives' role are considered.

Price: Domestic—$2.25; foreign—$2.75

Strengthening State Cooperative Councils
ACS RR 20
C. H. Kirkman, Jr., and John R. Dunn. 1982. 73 pp.

State cooperative councils have primary roles in cooperative education and legislation. Study examines and makes recommendations concerning membership dues structure, budget, member participation, legislation at State and national levels, and educational programs at local, State, and multistate levels.

Price: Domestic—$2.00; foreign—$2.50

Pricing Plans for Managing Seasonal Deliveries by Dairy Cooperatives
ACS RR 22
K. Charles Ling. 1982. 18 pp.

Delineates methods of designing pricing plans for recovering costs of handling seasonal deliveries from producers and supplying handlers with fluctuating demand.

Price: Domestic—1.50; foreign—$1.75

Equity Redemption: Issues and Alternatives for Farmer Cooperatives
ACS RR 23
David W. Cobia, Jeffrey S. Royer, Roger A. Wissman, Dennis P. Smith, Donald R. Davidson, Stephen D. Lurya, J. Warren Mather, Phillip F. Brown, and Kenneth P. Krueger. Reprinted 1984. 216 pp.

Provides information cooperatives can use to improve their equity redemption performance and decisionmaking. Discusses issues concerning equity redemption and alternative plans and methods that can be used to improve or facilitate equity redemption.

Price: Domestic--$4.00; foreign—$5.00

Forestry Cooperatives: Organization and Performance
ACS RR 25
Donald M. Simon and Orlin J. Scoville. 1982. 23 pp.

Describes the organizational structure, functions, and facilities of forestry cooperatives. Evaluates the economic performance of these entities, and explores current problem areas and potentials for future development.

Price: Domestic—$1.75; foreign—$2.25

Dairy Product Manufacturing Costs at Cooperative Plants
ACS RR 34
K. Charles Ling. 1983. 36 pp.

Determines the actual costs of manufacturing cheese, butter, and nonfat dry milk under current technology with emphasis on most efficient plants. Determines how the size of plant, type of manufacturing system, daily and seasonal variation, and product mix affect these costs.

Price: Domestic—$1.75; foreign—$2.25

Working Arrangements of Fruit and Vegetable Processing Cooperatives
ACS RR 36
Martin A. Blum. 1984. 24 pp.

Describes working agreements developed by selected fruit and vegetable processing cooperatives to improve marketing performance. Discusses requirements for successful application of the working arrangement concept.

Price: Domestic—$1.50; foreign—$2.25

Growth and Trends in Cooperative Operations, 1951-81
ACS RR 37
Loyd C. Biser and Lyden O'Day. 1984. 60 pp.

Analyzes trends in cooperatives' share of marketing and purchasing activity by commodity and region.

Price: Domestic—$1.75; foreign—$2.25

Cooperative Involvement, Adjustments, and Opportunities in Grain Marketing
ACS RR 38

David E. Cummins, Charles L. Hunley, Michael D. Kane, and Francis P. Yager. 1984. 48 pp.

Describes the structure and role of cooperatives in grain marketing, identifies and evaluates the principal problems and concerns of grain marketing cooperatives, and provides suggestions and guidelines for strengthening cooperative grain marketing.

Price: Domestic—$1.50; foreign—$1.75

Cooperatives' Role in the Potato Industry
ACS RR 39
Gilbert W. Biggs. 1984. 32 pp.

Describes the structure and role of cooperatives in the potato industry, identifies the problems and concerns of both bargaining and fresh marketing cooperatives, and provides suggestions for improving their role in the future.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Wool Marketing Pools and Warehouses: Industry Update, Issues, and Options
ACS RR 41
Julie A. Hogeland and Phillip W. Sronce. 1984. 48 pp.

Provides an overview of the domestic wool marketing system, problems, and potential. Special attention is given to marketing practices of wool pools and wool warehouse cooperatives, given recent increased imports and a decrease in domestic processors.

Price: Domestic—$2.00; foreign—$2.50

Merging Cooperatives: Planning, Negotiating, and Implementing
ACS RR 43
Bruce L. Swanson. 1985. 38 pp.

Guidelines for reorganization of cooperatives through merger, acquisition, or consolidation are provided. Planning, negotiating, and implementing phases of reorganization are covered. Items from actual combinations of cooperatives are reported as they relate to phases of the reorganization process.

Price: Domestic—$1.50; foreign—$1.75

Fishery Cooperatives
ACS RR 44
William R. Garland and Phillip F. Brown. 1985. 48 pp.

Information on 70 fishery cooperatives of all types, sizes, and locations is summarized by region and State. Data cover organizational structures; type and volume of fishery products, supplies, and services; operating revenues; balance sheet data; sources of debt financing; and equity redemption practices.

Price: Domestic—$1.50; foreign—$1.75

Estimating Production of Forestry Cooperative Members
ACS RR 45
Benjamin F. Hoffman, Jr. 1985. 50 pp.

Methodology is provided for projecting marketings of forestry cooperative members so a cooperative can accurately develop a business plan based on an integrated timber management and marketing operation.

Price: Domestic—$2.00; foreign—$2.50

Young Member Programs for Cooperatives
ACS RR 48
Thomas F. Schomisch and Thomas W. Gray. 1985. 32 pp.

Cooperative experiences with young cooperator programs are discussed, with recommendations on how effective programs can be integrated into local agricultural cooperatives.

Price: Domestic—$1.50; foreign—$1.75

Financial Performance of Dairy Cooperatives
ACS RR 49
Thomas H. Stafford. 1985. 40 pp.

Financial status of different types and sizes of dairy cooperatives are discussed and compared, based on 1980-81 data.

Price: Domestic—$1.50; foreign—$1.75

Structure, Operations, and Growth of Cooperatives in the Mid-South
ACS RR 50
Lloyd C. Biser. 1985. 24 pp.

Factors leading to superior growth performance of cooperatives in the South Central United States are analyzed. Areas covered include products, services, share of market, structure, policies, and operating procedures.

Price: Domestic—$1.50; foreign—$1.75

A Reserve-Balancing Pool for Services by Dairy Cooperatives
ACS RR 51
K. Charles Ling. 1985. 21 pp.

The rationale for compensating dairy cooperatives for the costs incurred in balancing milk supplies for the fluid market is examined. A reserve-balancing pool is proposed to facilitate deducting supply-balancing service credit from a marketwide producer pool and making payment to cooperatives for providing the services.

Price: Domestic—$1.50; foreign—$1.75

Using Export Companies to Expand Cooperatives' Foreign Sales
ACS RR 52
Arvin R. Bunker and Tracey L. Kennedy. 1985. 17 pp.

Discussion of export management companies covers services and products handled; market coverage; fees, margins, and costs; ownership and financial structure; advantages and disadvantages.

Price: Domestic—$1.50; foreign—$1.75

Financial Profile of Cooperatives Handling Grain: First-Handlers, $15 Million Sales or Larger
ACS RR 53
Francis P. Yager and David E. Cummins. 1986. 24 pp.

Cooperatives handling grain in this size category, one of three reports, are discussed in terms of storage capacity, grain volume and total sales, and accessibility of railroads. A detailed financial analysis includes measurements a cooperative can use for comparison.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Principles and Statutes:
Legal Descriptions of Unique Enterprises
ACS RR 54
James R. Baarda. 1986. 50 pp.

This report analyzes State incorporation statutes to demonstrate the inseparable combination of principles and the law. Clear statements of cooperative principles are found in statutes, and rules established by law reflect purpose and practices mandated by fundamental principles. Statutes are current as of mid-1985, and citations are used liberally to aid further research.

Price: Domestic—$1.75; foreign—$2.25

Financial Profile of Cooperatives Handling Grain:
First-Handlers, $5 Million to $14.9 Million in Sales
ACS RR 55
David E. Cummins and Francis Yager. 1986. 28 pp.

Cooperatives handling grain in this size category, one of three reports, are discussed in terms of storage capacity, grain volume and total sales, and accessibility of railroads. A detailed financial analysis includes measurements a cooperative can use for comparison.

Price: Domestic—$1.75; foreign—$2.25

Grain Exporting Economies:
Port Elevator Cost Simulations
ACS RR 56
Magid A. Dagher, Bruce J. Reynolds, Lynn W. Robbins. 1986. 24 pp.

Significant economies of size are often attributed to grain exporting, but until recently empirical estimation had been lacking. An economic-engineering technique is used to simulate cost curves for port elevators over a range of capacities for both shortrun and longrun costs.

Price: Domestic—$1.25; foreign—$1.50

Dairy Production Efficiency:
Co-op Members Versus Nonmembers
ACS RR 57
Tsoung-Chao Lee, Boris E. Bravo-Ureta, and K. Charles Ling.
1986. 20 pp.

Compares the performance of co-op dairy producers with others, using a new measuring concept called average efficiency production function.

Price: Domestic—$1.25; foreign—$1.50

Financial Profile of Cooperatives Handling Grain:
First Handlers, $1 Million to $4.9 Million in Sales
ACS RR 58
Francis P. Yager and David E. Cummins. 1986. 28 pp.

Cooperatives handling grain in this size category, one of three reports, are discussed in terms of storage capacity, grain volume and total sales, and accessibility of railroads. A detailed financial analysis includes measurements a cooperative can use for comparison.

Price: Domestic—$1.75; foreign—$2.25

Local-Regional Cooperative
Relationships in the Midsouth
ACS RR 59
Lloyd C. Biser and John R. Dunn. 1987. 12 pp.

Relationships are studied between local and regional cooperatives in federated systems in two Midsouth States. These relationships provide the foundation for a federation system to be competitive and successful in achieving cooperatives' purpose of enhancing the economic well-being of their farmer members.

Price: Domestic—$1.25; foreign—$1.50

Fertilizer Operations of Regional and Interregional Cooperatives, 1984
ACS RR 60
John R. Dunn and Donald L. Vogelsang. 1987. 15 pp.

This study documents the fertilizer manufacturing and distribution activities of regional and interregional cooperatives in the United States. Content covers an overview of the industry, production and sales of the largest 24 cooperative organizations, and future challenges.

Price: Domestic—$1.50; foreign—$1.75

The Future Role of Livestock Cooperatives
ACS RR 61
Julie A. Hogeland. 1987. 32 pp.

Major topics are industry structure, special problems of livestock marketing cooperatives, location strategy, marketing costs, advisory and information services, industry outlook, and other roles and adjustments. The base of information comes 17 regional livestock marketing cooperatives.

Price: Domestic—$1.75; foreign—$2.25

Successful Joint Ventures Among Farmer Cooperatives
ACS RR 62
Donald A. Frederick. 1987. 32 pp.

Development, purposes, operations, and challenges are discussed for four successful ventures among dairy cooperatives. Guidelines are provided for deciding whether to enter into a joint venture and how to structure it to maximize chances of achieving its objectives.

Price: Domestic—$1.50; foreign—$1.75

Comparative Financial Profile of Cooperatives Handling Grain: First-Handlers With $1 Million or More in Sales
ACS RR 63
David E. Cummins and Francis P. Yager. 1987. 19 pp.

Comparative financial information is presented on local cooperative associations that are first-handlers of grain. Associations are grouped according to annual sales: Large—$15 million or more; medium—$5 million to $14.9 million; and small—$1 million to $4.9 million. Four commodity groups are analyzed: Corn-soybean, wheat-barley-oats, wheat-sorghum, and wheat-barley.

Price: Domestic—$1.50; foreign—$1.75

Cooperatives in the Apple Industry
ACS RR 64
Gilbert W. Biggs. 1987. 30 pp.

Sixty-four apple marketing, processing, contracting, and bargaining cooperatives were studied. Discussion includes organization and operation, payments to growers, selling arrangements, grading and inspection, brand and pricing policies, equity capital, problem areas, and future role.

Price: Domestic—$1.75; foreign—$2.25

Farm Women and Agricultural Cooperatives in Kentucky
ACS RR 65
Lorraine Garkovich and Janet Bokemeier with Connie Hardesty, Andrea Allen, and Ella Carl. 1987. 54 pp.

This report assesses the level and nature of farm women's participation in agricultural input supply and marketing cooperatives and identifies organization and personal factors that influence or structure farm women's participation in agricultural cooperatives.

Price: Domestic—$2.50; foreign—$3.00

Agricultural Exports by Cooperatives, 1985
ACS RR 66
Tracey L. Kennedy and Arvin R. Bunker. 1987. 13 pp.

Cooperatives exporting agricultural products are described in terms of number, value of exports by commodity and destination, and share of U.S. agricultural exports.

Price: Domestic—$1.25; foreign—$1.50

Role of Cooperatives in Tobacco Marketing
ACS RR 67
Charles L. Hunley. 1988. 13 pp.

Cooperatives' historical involvement in tobacco marketing is examined. Discussion covers history, industrial change, and Federal support and control programs. Stabilization cooperatives' role in tobacco marketing is described, along with the characteristics and operational features of local warehouse associations.

Price: Domestic—$1.25; foreign—$1.50

Financial Instruments Issued by Agricultural Cooperatives
ACS RR 68
Mary Beth Matthews. 1988. 96 pp.

Financial instruments issued by farmer cooperatives generally fall into the following categories: membership certificates, common stock, preferred stock, deferred patronage refunds, per-unit capital retains, debt instruments, or hybrid instruments. The report details the rights and obligations associated with each.

Price: Domestic—$2.50; foreign—$3.00

Local and Regional Cooperative Relationships In Two Federated Systems
ACS RR 69
Lloyd C. Biser and John R. Dunn. 1988. 12 pp.

Eighteen member locals and two Midwestern regional cooperatives were analyzed to determine their operational relationships. Information covers structure, operations and finance, management, competition, and service to farmers. The focus is on identifying ways to improve the system.

Price: Domestic—$1.25; foreign—$1.50

Marketing and Transportation of Grain by Local Cooperatives
ACS RR 70
Charles L. Hunley. 1988. 32 pp.

Information is provided on grain flow, elevator facilities, storage capacity, type of grain handled, and mode of transportation from local cooperatives.

Price: Domestic—$1.50; foreign—$1.75

Top 100 Cooperatives, 1986 Financial Profile
ACS RR 71
Michael Kane and Donald R. Davidson. 1988. 72 pp.

Changes in the financial characteristics of the top 100 agricultural cooperatives are reported for total income, net margins or losses, cash flow, asset composition, borrowed capital, and members' equity. Other discussion covers pooling cooperatives, restructuring, and the overall financial position of these largest cooperatives.

Price: Domestic—$2.75; foreign—$3.50

Structuring for Member Control in a Large Cooperative: Case Study in Dairy
ACS RR 72
Thomas W. Gray. 1988. 36 pp.

This report contributes to the formulation of structural guidelines for enhancing member influence and equality/representativeness in large cooperatives. Results of the study suggest member control can be structured with a system of elected and appointed positions based in geographic districts and divisions.

Price: Domestic—$1.75; foreign—$2.25

Farmers' Buying and Selling Patterns: Implications for Cooperatives
ACS RR 73
Emerson M. Babb. 1988. 20 pp.

This research analyzes farm characteristics and other factors that affect the buying and selling behavior of farmers. Information for 1986 was obtained from 2,537 farmers in the Midwest and Southeast. The major finding is that behavior of farmers does not vary greatly by size and type of farm. However, some differences provide the basis for better service and increased patronage.

Price: Domestic—$1.25; foreign—$1.50

Imports by Cooperatives, 1986
ACS RR 74
Karen J. Spatz. 1988. 7 pp.

Activities of 28 cooperatives are reported in terms of import values by origin, commodity, and shares. Commodity reviews cover fruits and vegetables and farm supplies.

Price: Domestic—$1.25; foreign—$1.50

Designing Membership Structures for Large Agricultural Cooperatives
ACS RR 75
Gillian Butler. 1988. 49 pp.

This study develops strategies that large cooperatives can use to improve their membership structures. Eight case studies illustrate the membership structures of diverse types of agricultural cooperatives. The study concludes that cooperatives that have implemented strategies consistent with organizational design principles provide effective mechanisms for member control.

Price: Domestic—$2.50; foreign—$2.75

Changes in Financial Profile of Cooperatives Handling Grain: First-Handlers With $5 Million or More in Sales in 1985 and 1983
ACS RR 76
David E. Cummins and Francis P. Yager. 1988. 42 pp.

Financial information by size and type of local cooperative associations that are first-handlers of grain is compared for 1983 and 1985. Cooperatives included had to have annual sales of at least $5 million, with grain sales representing more than half of total value of sales.

Price: Domestic—$2.50; foreign—$2.75

Farmer Cooperatives: Members and Use
ACS RR 77
Charles A. Kraenzle, Roger A. Wissman, Thomas Gray, Beverly L. Rotan, and Celestine Adams. 1988. 42 pp.

Major characteristics of farmer members of marketing and farmer supply cooperatives in 1986 and changes since 1980 are described. The focus is on member and nonmember use. Information is given by region, farm type, farm size, and operator age.

Price: Domestic—$2.50; foreign—$2.75

Cooperative Marketing of Animal Health Products
ACS RR 78
Donald L. Vogelsang. 1988. 38 pp.

Eight case studies are used to identify elements of successful cooperative programs for retailing over-the-counter animal health products. It provides practical information on AHP marketing strategies and methods for cooperative retailers, planners, and researchers.

Price: Domestic—$2.75; foreign—$3.50

Export Market Development by Agricultural Commodity Promotion Programs
ACS RR 79
Karen J. Spatz. 1988. 30 pp.

This report documents and describes the extent and activities of coordinated promotion for agricultural products, such as marketing orders and checkoff programs. It classifies the various types and number of programs. A case study approach is used to describe four programs.

Price: Domestic—$2.00; foreign—$2.50

Nonqualified Notices: An Alternative for Distributing Cooperative Earnings
ACS RR 80
Jeffrey S. Royer and Roger A. Wissman. 1989. 61 pp.

Nonqualified patronage refund and per-unit capital retain allocations offer an alternative to allocate patron equity that may have advantages over methods used by most cooperatives. This report concludes that nonqualified allocations can be used to delay patron taxes and income and avoid negative cash flows due to taxes. They also offer cooperatives an additional tool for tax planning, tax management, and handling losses.

Price: Domestic—$3.00; foreign—$3.75

Farmer Cooperatives: Commercial Farmers Members and Use
ACS RR 81
Charles A. Kraenzle, Roger A. Wissman, Thomas Gray, Beverly L. Rotan, and Celestine C. Adams. 1989. 43 pp.

This study describes some of the major characteristics of commercial farmer members of marketing and farm supply cooperatives in 1986 and changes since 1980. It provides information on numbers, percentage of use, multiple memberships, and nonmember use by region, farm type, farm size, and operator age.

Price: Domestic—$2.00; foreign—$2.50

Cooperatives' Position in the Fresh Vegetable Industry
ACS RR 82
Gilbert W. Biggs. 1989. 24 pp.

Seventy-three fresh vegetable cooperatives marketed 57 different fresh vegetable commodities in 1986, valued at $218 million. The report discusses services, facilities, and costs.

Price: Domestic—$2.00; foreign—$2.50

Leasing as an Alternative Method of Financing for Agricultural Cooperatives
ACS RR 83
Glenn D. Peterson and Eric E. Gill 1989. 56 pp.

Leasing may be an alternative to traditional methods of debt financing. The use of leasing by agricultural cooperatives is small and growth is slower than in other industries, primarily because of lack of understanding. The publication discusses lease contracting from a pre- and post-1986 tax reform standpoint.

Price: Domestic—$3.00; foreign—$3.75

Farmer Cooperative Theory: Recent Developments
ACS RR 34
John M. Staatz. 1989. 30 pp.

Recent theoretical developments in cooperation, areas of conflict, gaps in theory, and topics for future research are covered. Fundamental issues in theory are discussed, including the basic nature of cooperation, benefits and limitations, and the implications for members, managers, and public policy.

Price: Domestic—$2.00; foreign—$2.50

Marketing High Value Food Products in the Asian Pacific
ACS RR 85
Bruce J. Reynolds. 1990. 28 pp.

This report examines export marketing of branded and nonperishable food products to selected Asian Pacific markets. Covered topics include the macroeconomy and trade, trade policy developments, consumer behavior, retail distribution, brand name high-value products, and the role of sales agents.

Price: Domestic—$2.50; foreign—$3.00

Dairy Farmers' Participation in Cooperatives
ACS RR 86
Thomas W. Gray, Roger A. Wissman, Charles A. Kraenzle, Beverly L. Rotan, and Celestine C. Adams. 1990. 14 pp.

The extent of dairy farmers' economic participation in cooperatives is explored. The report found that nearly 90 percent of all dairy farmers had some affiliation with cooperatives in 1986. In general, percent of participation increased with farm size. Areas for continued growth are identified.

Price: Domestic—$2.00; foreign—$2.50

Cooperatives in California Agriculture
ACS RR 87
David A. Smith and Henry N. Wallace. 1990. 19 pp.

This report provides an overview of California agricultural cooperative activities in the mid-1980s. The study identifies 227 different cooperatives, with combined memberships of 69,000. The range and overlap of functions are described, along with interrelationships among different functional types of cooperatives.

Price: Domestic—$2.00; foreign—$2.50

Marketing Operations of Dairy Cooperatives
ACS RR 88
K. Charles Ling and James B. Roof. 1989. 31 pp.

After developing a cooperative industry profile, this publication discusses milk receipts and utilization, plant operations, dairy products marketed, methods of pricing milk to pay member-producers, and reports on pricing incentive programs.

Price: Domestic—$2.00; foreign—$2.50

Feed Manufacturing by Cooperatives
ACS RR 89
Eric Brainich and E. Eldon Eversull. 1990. 24 pp.

This research describes the number, capacity, and production of cooperative feed manufacturers in the U.S. formula feed industry, including farmer-owned cooperatives. Data is for 1985-86.

Price: Domestic—$2.00; foreign—$2.50

Cooperatives' Role in the Artificial Insemination Industry
ACS RR 90
Julie A. Hogeland. 1990. 16 pp.

An overview of the AI industry is described, including the dominant role of cooperatives. Marketing strategy, including sources of market power, distribution costs, and overcapacity, is discussed. This strategy is assessed in the context of opportunities for cooperatives. Industry issues and concerns are presented.

Price: Domestic—$2.00; foreign—$2.50

Farmer Cooperatives Financial Profile, 1987
ACS RR 91
Jeffrey S. Royer, Roger A. Wissman and Charles A. Kraenzle.
1990. 64 pp.

More comprehensive than annual statistical reports, this study updates similar research done in 1954, 1962 , 1970, and 1976. It covers general characteristics and trends, discusses operational sources of equity capital, financial structure, and financial ratio analysis.

Price: Domestic—$3.00; foreign—$3.75

Major Farm Characteristics and Co-op Use
ACS RR 92
James J. Wadsworth. 1990. 23 pp.

Who uses cooperatives and how? These questions are answered in terms of regions of the country, by commodities purchased or marketed, and operator characteristics.

Price: Domestic—$2.00; foreign $2.25

Guide for Prospective Agricultural Cooperative Exporters
ACS RR 93
Alan D. Borst. 1990. 40 pp.

The different aspects of exporting that a U.S. agricultural cooperative must consider to develop a success export program are discussed. Major topics include factors in making the decision to export, sources of assistance, developing an export marketing strategy, sales considerations, and completing the transaction.

Price: Domestic—$3.00, foreign—$3.75

Petroleum Cooperatives, 1988
ACS RR 94
E. Eldon Eversull and John Dunn. 1990. 18 pp.

All aspects of cooperative involvement in providing petroleum products to farmers and rural America are discussed, including crude oil exploration, acquisition of crude oil and natural gas, refining, and wholesale and retail distribution of petroleum products.

Price: Domestic—$2.00; foreign—$2.25

Export Opportunities for Dairy Cooperatives
ACS RR 95
Karen J. Spatz and Eric Brainich. 1990. 18 pp.

World dairy market conditions are outlined as an introduction to discussing opportuntiies dairy cooperatives may have in developing an export marketing strategy. Information is provided on U.S. government export programs, the National Dairy Board, export organization and practices of U.S. cooperative exporters, and strategic planning.

Price: Domestic—$2.00; foreign—$2.25

Membership: An Organizational View
ACS RR 96
Thoma W Gray. 1990. 40 pp.

The membership structure of a large centralized cooperative is discussed from an organizational workability perspective. Organizational components include delegations of authority, departmentalization, job specialization, and standardization and ad hoc communications. The organizational view is discussed from the perspective of the dairy farm, membership, and managerial environments.

Price: Domestic—$3.00: foreign—$3.75

SERVICE REPORTS

Financial Profile of 15 New Agricultural Marketing Cooperatives
ACS SR 2
Ralph W. Dutrow, Phillip F. Brown and Raymond Williams. 1981. 24 pp.

Describes the financial ratios and borrowing experiences of independent, newly formed cooperatives marketing grain, livestock, or fruits and vegetables.

Price: Domestic—$1.25; foreign—$1.50

Vegetable Cooperative Bookkeepers—Accounting Exercise
ACS SR 4
Francis P. Yager. Revised 1984. 24 pp.

Accounting exercise designed to help establish and keep a single set of financial records. Problem deals with a vegetable growers' cooperative.

Price: Domestic—$1.25; foreign—$1.50

Vacation Farm Cooperatives
ACS SR 5
Abraham Pizam, Laura Richardson, and William R. Seymour. 1981. 24 pp.

Results of study to determine the factors that should be considered before starting a vacation farm business or cooperative.

Price: Domestic—$1.25; foreign—$1.50

Craft Cooperative Bookkeepers—Accounting Exercise
ACS SR 13
Francis P. Yager. 1984. 24 pp.

Accounting exercise designed to help establish and keep a single set of financial records. Problems deal with a craft cooperative.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Education Needs
ACS SR 16
Charles A. Kraenzle, David W. Simpson, Roger A. Wissman, and Ralph Richardson.1986. 64 pp.

Carries survey results of the cooperative community to identify what types of education programs, activities, and materials are most needed, which audiences are highest priority, and which organization should be most responsible for implementation.

Price: Domestic—$2.75; foreign—$3.50

Cooperative Theory: New Approaches
ACS SR 18
Andrew M. Condon, Ronald W. Cotterill, V. James Rhodes, James D. Shaffer, and John M. Staatz. 1987. 258 pp.

This report contains nine papers on cooperative theory relating to operations, market behavior, decisionmaking, finance, and other aspects of farmer cooperatives.

Price: Domestic—$5.75; foreign—$7.25

Assessing Milk Handler Benefits
ACS SR 20
John R. Mengel. 1988. 36 pp.

This report describes important factors that must be evaluated when choosing a handler. Among quantifiable factors are programs that pay for different milk components, premium programs, hauling arrangements, and cooperative capital investments. Non-quantifiable factors include the cooperative guarantee of a market and product representation.

Price: Domestic—$1.50; foreign—$1.75

Directory of U.S. Agricultural Cooperative Exporters
ACS SR 21
Alan Borst, Karen J. Spatz, and Bruce Reynolds. 1988. 33 pp.

Lists 91 U.S. agricultural cooperatives that export, or have the capability of exporting, commodities to other countries. One section is indexed by type of product. The other section lists the cooperatives in alphabetical order, including complete address, individual contact, communications numbers, and the commodities available for export.

Price: Domestic—$2.00; foreign—$2.50

Directory of Farmer Cooperatives
ACS SR 22
Andrew A. Jermolowicz and Tracey L. Kennedy. 1988. 86 pp.

Contains a listing by State of more than 300 farmer-owned marketing, farm supply, service, and bargaining cooperatives. A cooperative must have had sales of $30 million or more in 1986 to be included in the directory. For States where no cooperative met the sales criterion, the five largest were chosen. Additional cooperatives are included based on uniqueness of products handled or services provided.

Price: Domestic—$5.00; foreign—$6.25

How To Capture What Farmers Think
ACS SR 23
Michael D. Dalecki and Ernest B. Perry. 1988. 30 pp.

This guide helps cooperative leaders determine the needs of both members and nonmembers. Questionnaire construction is discussed along with other factors involved in collecting data, such as confidentiality, nonresponse, missing data, and coding. A sample questionnaire is provided.

Price: Domestic—$2.00; foreign—$2.25

Fresh Vegetable Packing Costs for Six Small Cooperatives
ACS SR 25
Edgar L. Lewis. 1989. 15 pp.

Small-scale fresh vegetable marketing cooperatives are gaining in importance as farmers turn to alternative crops for new sources of income. This report helps identify the key cost variables, particularly in packinghouse operations.

Price: Domestic—$1.75; foreign—$2.25

Farmer Cooperative Statistics, 1988
ACS SR 26
Ralph M. Richardson, Celestine C. Adams, Katherine C. DeVille, Charles A. Kraenzle, Jacqueline E. Penn, and John W. Stutzman. 1989. 60 pp.

Reports aggregate national statistics for marketing, farm supply, and related service cooperatives. Figures are carried on memberships, number of cooperatives, and business volume by commodity and State. Trends are indicated, particularly for the past 10 years.

Price: Domestic—$3.00; foreign—$3.75

Cooperative Brands
ACS SR 27
Karen J. Spatz and Bruce J. Reynolds. 1990. 92 pp.

This report updates and expands an earlier publication on processed product brands, adding all other types of brands cooperatives own in supplying and marketing members' products. More than 1,000 brands are listed from 144 cooperatives. Listings are cross-referenced by brand, cooperatve, and commodity.

Price: Domestic—$5.00; foreign—$6.25

Agricultural Bargaining: Issues for the 1990s
ACS SR 28
Recorded and compiled by Gene Ingalsbe. 1990. 86 pp.

This publication reports the proceedings of the 34th National Bargaining Conference and the Pacific Coast Bargaining Conference held January 18-20, 1990, in San Diego, CA.

Price: Domestic—$3.00; foreign—$3.75

Farmer Cooperative Statistics, 1989
ACS SR 29
Ralph M. Richardson, Celestine C. Adams, Katherine C. DeVille, Charles A. Kraenzle, Jacqueline E. Penn, and John W. Stutzman. 1990. 60 pp.

Aggregate national statistics for marketing, farm supply, and service cooperatives are reported. Data are carried on memberships, number of cooperatives, and business volume by commodity and State. Trends are indicated, particularly for the past 10 years.

Price: Domestic—$3.00; foreign—$3.75

MISCELLANEOUS REPORTS

Positioning Farmer Cooperatives for the Future: A Report to Congress
Prepared by Agricultural Cooperative Service. 1987. 68 pp.

The study discusses the issues surrounding traditional and alternative practices of cooperatives as they strive to fulfill the needs of contemporary farmers while balancing the pressures of the changing business environment with the need to adhere to fundamental cooperative principles.

Price: Domestic—$2.75; foreign—$3.00

Top 100 Cooperatives, 1988, Financial Profile
Donald R. Davidson. 1990. 14 pp.

This *Farmer Cooperatives* magazine reprint analyzes changes in sales, assets, financial structure, and sources of debt capital, operating results, and sources and uses of funds.

Price: Domestic—$2.00; foreign—$2.25

Cooperative Approach to Crafts for Senior Citizens
PA 1156
Gerald E. Ely. Revised 1981. 14 pp.

PA 1156 discusses in a general way some possibilities that exist for a craft organization, factors that must be considered before a craft program can be formulated, and steps to be taken in setting up a craft cooperative for senior citizens.

Price: Domestic—$1.25; foreign—$1.50

Some Answers to Questions About Commodity Market Pools
John R. Dunn, Stanley K. Thurston, and William S. Farris. 1980. 16 pp.

Market pools provide options producers may want to consider. A question and answer format is used to cover the various aspects of market pools, including an explanation of pooling and how it works, the marketing agreement, and some examples of market pools in operation.

Price: Domestic—$1.25; foreign—$1.50

A Creed for Cooperative Members
Joseph G. Knapp.

This 8-1/2 x 11 poster-weight sheet contains 12 guides to being a responsible member of a cooperative. Suitable for framing.

Price: Domestic—$1.00; foreign—$1.25

Contract Integrated Cooperative Cattle Marketing System
MRR 1078
Clement E. Ward. 1977. 28 pp.

Describes changing production and marketing practices that compel cattlemen to improve the flow of cattle from the cow-calf producer to the final source—the consumer. The challenge to cattle producers is to either develop production and marketing systems of their own or accept whatever systems others offer.

Price: Domestic—$1.50; foreign—$1.75

Cooperative Marketing Alternatives for Sheep and Lamb Producers
MRR 1081
David L. Holder. 1977. 40 pp.

Proposes three marketing alternatives for sheep and lamb producers, including teleauction, bargaining association, and producer processing. These alternatives were recommended after a review of the industry revealed producers faced a noncompetitive and inefficient marketing-processing distribution system.

Price: Domestic—$2.00; foreign—$2.50

The Future Role of Cooperatives in the Red Meats Industry
MRR 1089
John T. Haas, Richard J. Crom, Leonard W. Condon, David L. Holder, Winston K. Ullman, Richard H. Vilstrup, and David Volkin. 1978. 100 pp.

Report of the Red Meats Task Force of the U.S. Department of Agriculture, this publication treats the structural changes in the red meats industry that are threatening survival of independent family-size farms. Gives opinions and suggestions on what cooperatives must do to counteract these trends.

Price: Domestic—$2.50; foreign—$3.00

Cooperative Strategies for the Pork Industry
MRR 1097
David L. Holder and Ralph E. Hepp. 1978. 36 pp.

Discusses changes taking place in the pork industry and the role cooperatives can play in improving the economic position of pork producers.

Price: Domestic—$2.50; foreign—$3.00

Cooperatives and Rural Development:
A Report to Congress
Prepared by Agricultural Cooperative Service. 1989. 38 pp.

This report examines the needs of rural America, and the way cooperatives have helped meet those needs. It also explores the way cooperatives might further help in rural development. The major conclusion is that the cooperative is an extremely valid model with numerous applications to rural development efforts.

Price: Domestic—$3 00; foreign—$3.75

Cooperative Education: Resource Guide and Directory, 1989

This 67-page guide, partially funded by ACS, and developed by the American Institute of Cooperation, is divided into five sections: (1) collegiate courses; (2) training programs; (3) printed materials; (4) audio visual materials; and (5) miscellaneous. It also contains addresses and telephone numbers of major national cooperative organizations and the state cooperative councils.

Price: Free

Publications by Subject Matter

This section relists all series of publications under subject matter headings. One publication may be listed several times because its total content crosses more than one of the subject headings. For additional information about listed publications, refer to the first section where the publications are listed by series.

AGRICULTURAL COOPERATIVE SERVICE

Agricultural Cooperative Service — What We Do, How We Work, CIR 28
Farmer Cooperative Publications, CIR 4
Farmer Cooperatives Magazine

DIRECTORIES

Cooperative Education: Resource Guide and Directory, 1989, Misc. Rpt.
Directory of Farmer Cooperatives, SR 22
Directory of U.S. Agricultural Cooperative Exporters, SR 21

HISTORY AND STATISTICS

Agricultural Cooperatives: Pioneer to Modern, CIR 1, Sec. 2
Cooperative Facts, CIR 2
Cooperative Historical Statistics, CIR 1, Sec. 26
Farmer Cooperative Statistics, 1988, SR 26
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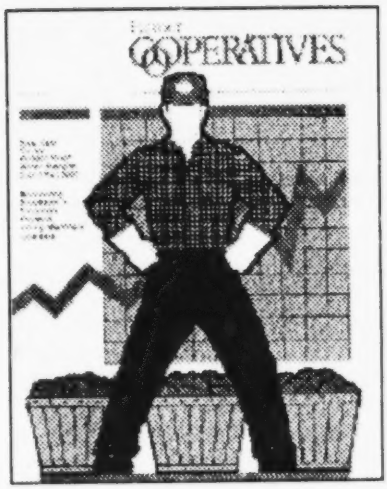

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